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11 DEC 1960

*✓ card*  
Mr. Leo Lewis, President  
Gary Chamber of Commerce  
578 Broadway  
Gary, Indiana

Dear Mr. Lewis:

Thank you very much for your letter of 22 December inviting me to speak before a conference to be held in Gary, Indiana sometime in February or March 1961.

I sincerely regret that I will be unable to accept your kind invitation even though you were good enough to leave the choice of a date to me. In view of my official position, it is necessary for me to restrict my speaking engagements to the various government service schools except on a rare occasion when I make an outside talk. Unfortunately, I cannot make an additional commitment at this time.

Your courtesy in asking me to join you on this occasion is indeed appreciated and I would like to take this opportunity to wish you every success in your conference.

With kindest regards,

Sincerely,

  
Allen W. Dulles  
Director

O/DCI/   bak(30 Dec. 60)

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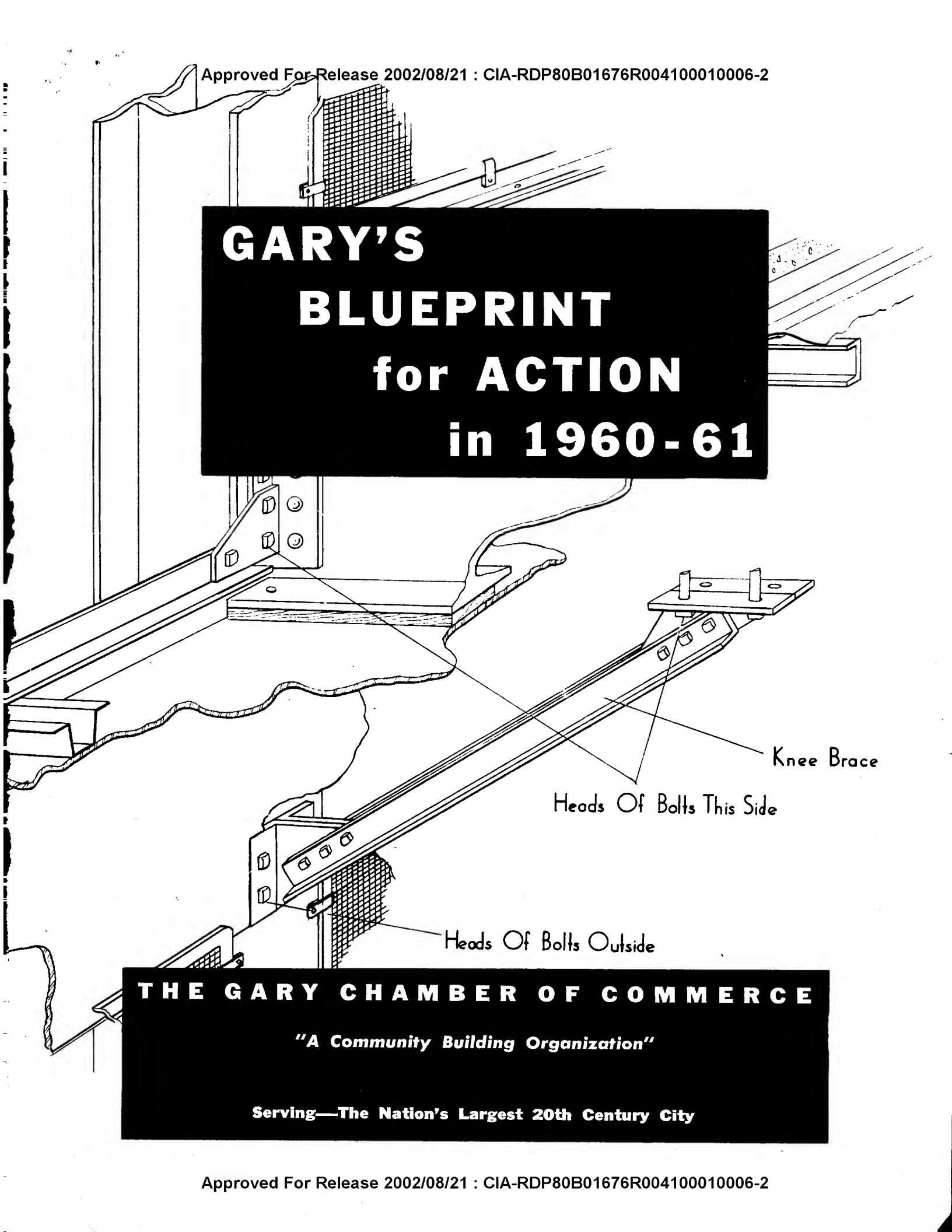
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# **GARY'S BLUEPRINT for ACTION in 1960-61**

**THE GARY CHAMBER OF COMMERCE**

*"A Community Building Organization"*

**Serving—The Nation's Largest 20th Century City**

# "Looking Ahead"



LEO LOUIS

It is a distinct honor to have been elected president of the Gary Chamber of Commerce. I will make every attempt to carry on the wonderful work started by my predecessors. With your help and cooperation this will be possible.

How can you help? First of all invest your "fair share" to finance the very ambitious program of work that you—the members—have demanded. Secondly, volunteer to serve on a committee. Thirdly, be active on the committee of your choice. Be a builder.

Your Chamber program for the coming year includes over 200 projects. Twenty-eight standing committees will turn the projects into achievements during the year.

The success of any organization is measured only by the efforts and cooperation of the individual members. We must all continue to work together to carry out this very dynamic program for a greater Gary.

Your Chamber is dedicated to the progress, growth, stability, and improvement of Gary. We must not now yield to complacency but must secure additional financial support and all work united in this "Blueprint for Action" to build a greater Gary.

Thank you for the confidence you have placed in me. I am looking forward to working with you throughout the year.

*Leo Louis — 1960-61 President*

## 1960-61 Chamber of Commerce Officers

LEO LOUIS, *President*  
Gary-Hobart Water Corporation

ARNOLD COONS, *Vice-President*  
Gary Post Tribune

MOSES A. DILTS, *Vice-President*  
Equitable Life Assurance Company of U.S.

PAUL N. MCGOUGH, *Vice-President*  
United States Steel Corporation, Gary Works, Division

MAHLON J. PLUMB, *Vice-President*  
Plumb, Tuckett & Hubbard

LEIGH S. PLUMMER, *Vice-President*  
The Herald Newspapers

JAMES H. STUMP, *Vice-President*  
Stump Insurance Agency

SAM BRAMLETT, *Secretary*  
Bram's Toy & Hobby Shop

W. W. GASSER, *Treasurer*  
Gary National Bank

CHARLES JOLLIFF, *Executive Vice-President*

## Board of Directors 1960-61

BRUCE E. AYERS  
REALTOR  
JAMES M. BLACK  
MARBON CHEMICAL DIV.  
BORG-WARNER CORPORATION  
GILLETT A. BLANK  
INSURANCE  
DR. SAMUEL J. BRADY  
PHYSICIAN  
RICHARD C. BRIGGS  
BADER CORPORATION  
ROBERT BUBLITZ  
CALUMET SASH & DOOR CO.  
GEORGE CHACHARIS  
MAYOR  
LLOYD E. CUTLER  
RAYMOND E. DALY  
GARY TRUST & SAVINGS  
JOHN W. DAVIES  
GARY TRANSIT, INC.  
F. A. DUDDERAR  
U. S. STEEL—GARY WORKS  
ESKIL T. ESKILSON  
DIXIE DAIRY

EDWARD J. FLANNERY  
CALUMET TAX & BOND  
MRS. VIOLA FLYNN  
INDIANA CREDIT CLOTHING  
THOMAS E. GILLOTT  
GARY PLUMBING & HEATING  
GERALD J. GORIS  
ILLINOIS BELL TELEPHONE  
PAUL F. GUIST  
GARY NATIONAL BANK—  
Tolleston  
LOUIS HALLER  
HURWICH & HALLER  
GLENN C. HANNAH  
G. C. HANNAH, INC.  
JOHN HAVRILLA, SR.  
FIRST NATIONAL SAVINGS  
& LOAN  
GEORGE W. HULBERT  
HULBERT & MARLATT  
JACK LAZERWITZ  
LAZERWITZ-FINERTY, INC.  
ROBERT McDONALD  
ACCOUNTANT

JESS McDOWELL  
FEDERAL SIGN AND SIGNAL  
CORPORATION  
ANDREW MEANS  
MEANS DEVELOPERS, INC.  
MILES MURPHY  
MONTGOMERY WARD  
THOMAS NASON  
NASON'S APPLIANCES  
ROBERT H. NELSON  
NELSON'S  
THEODORE NERING, JR.  
NERING'S PLASTICS  
ROBERT P. O'MALLEY  
O'MALLEY-KLEINSCHMIDT  
CO.  
JAMES W. O'NEILL, SUPT.  
E. J. & E. RAILROAD  
JOSEPH RADIGAN  
RADIGAN'S FURNITURE  
DENIS E. RIBORDY  
RIBORDY'S PHARMACY, INC.  
MILTON ROTH  
ATTORNEY

PHILLIP E. SHARRAR  
ARTISTIC CLEANERS  
H. B. SNYDER  
GARY POST TRIBUNE  
H. THEO TATUM  
ROOSEVELT SCHOOL  
DONALD TROXEL  
TROXEL JEWELERS, INC.  
JOHN R. WALSH  
WALSH AND KELLY  
ROBERT J. WELSH  
WELSH OIL COMPANY  
GEORGE YONKO  
CHUCKWAGON DINER  
CHARLES JOLLIFF  
GARY CHAMBER OF  
COMMERCE  
SAM BAIN  
U. S. STEEL CORPORATION  
Gary Sheet & Tin Mill  
JOHN MCMICHAEL  
THE GARY POST TRIBUNE  
WILLIAM K. PECK  
Public Relations  
U. S. STEEL CORPORATION

## Staff

CHARLES JOLLIFF  
Executive Vice-President  
ERWIN CREWE ROSENAU  
Manager  
Business Development Department

RONALD E. LEIGH  
Manager  
Governmental Affairs and  
Tax Research Department

STANLEY A. HARRISON  
Manager  
Industrial Development Department

NORMAN C. HELDT  
Manager  
Civic Affairs Department

Mary Ann Tomocik, *Assistant Treasurer*  
Cecilia LaFata, *Office Manager*

Gwen Hattenbach, *Office Secretary*  
Mary Wilson, *Office Secretary*  
Violet Key, *Office Secretary*

Ellen McGroarty, *Office Secretary*  
Sally Follett, *Receptionist*

## *Your Gary Chamber of Commerce*

### *"Blueprint for Action" for 1960 - 61*

#### OUR TEN MAJOR OBJECTIVES:

- **CREATE NEW JOBS AND RETAIN PRESENT EMPLOYMENT** in Gary by continuing to build a better business climate and by other projects that will help attract new industries and encourage expansion of existing plants.
- **PROMOTE BETTER GOVERNMENT** at a better price . . . and also continue achieving tax savings for all Gary citizens through a Governmental Affairs & Tax Research Department headed by an expert in the field.
- **ENHANCE GARY'S PRESTIGE AS NORTHERN INDIANA'S PRINCIPAL TRADING CENTER** through retail, wholesale and tourist and convention promotional and educational projects and by cultivating goodwill in surrounding communities.
- **SAVE LIVES AND PROMOTE THE GENERAL HEALTH AND WELFARE** by continuing to work for more adequate hospital facilities; by pushing a year-around, citywide clean-up campaign; by promoting stricter observance and enforcement of traffic laws and regulations, and by assisting safety and fire prevention work.
- **FOSTER EDUCATIONAL ADVANCEMENT** by pledging our resources towards the solution of the problems of our educational institutions.
- **DEVELOP A BETTER CITYWIDE TRANSPORTATION SYSTEM** through active campaigns for a safer and more orderly traffic flow; for additional street and highway improvements; for better aviation facilities and service, and through expertly directed harbors, waterways and drainage studies.
- **WORK FOR EXPANSION OF RECREATIONAL AND CULTURAL FACILITIES AND ACTIVITIES** with particular attention to more and better leisure-time programs for young people as well as adults.
- **ENCOURAGE CITYWIDE COOPERATION AND UNITY** and allowing the question, "Will it benefit the community" be the standard guide in every Chamber undertaking, thereby forging a stronger "One-for-All and All-for-One" civic spirit in Gary.
- **DEVELOP FURTHER GARY'S POSITION OF LEADERSHIP IN NORTHWEST INDIANA** as central city of the newly-created Gary-Hammond-East Chicago-Porter County Metropolitan Area.
- **SPOTLIGHT GARY'S RESOURCES AND ADVANTAGES BEFORE THE NATION** through newspapers, radio, television, films, billboards and numerous Chamber of Commerce publications.

### *Your Chamber's Program of Activities*

The following program of work was adopted from suggestions presented by members at eight "Plan Fest" conferences; a study of the projects of 18 other Chambers; suggestions of last year's committees and chairmen; suggestions of the program of activities committee; and an analysis of the 1959-60 program. All this was done in order that the Gary Chamber program would be one truly desired by the membership, truly needed in Gary. There is our "Blueprint for Action" to build a greater Gary in 1960-61:

#### **BUSINESS DEVELOPMENT DEPARTMENT**

##### AREA RELATIONS COMMITTEE

**OBJECTIVES:** To promote a better agricultural economy and to cultivate improved relations with the Gary area's citizens and to promote goodwill for Gary and its Chamber of Commerce.

**PROJECTS:** Continue promoting the Lake County Fair, with special emphasis on its "Gary Day" observance.

- Arrange annual tour of typical Lake County farms to acquaint Gary citizens with the accomplishments and problems of their rural friends.

- Sponsor a "Farm-City Day" with Lake County farmers and their families spending the day in Gary as the Chamber's guests.
- Consider the posting of prizes for principal 4-H Club, F.F.A., and F.H.A., winners at Lake County Fair.
- Continue operation of the Chamber's Speakers' Bureau.
- Publish graduation certificate cards for Gary's 1961 high school graduates.
- Develop recognition programs for Gary citizens who create goodwill for their community outside the city.
- Consider the development of periodic welcome programs for new business executives.

##### CONVENTIONS & TOURISTS COMMITTEE

**OBJECTIVE:** To promote conventions and tourist business for Gary.

**PROJECTS:** Prepare a convention-tourist leaflet, suitable for mailing or general distribution, setting forth the convention facilities Gary has to offer.

- Circularize local organizations to enlist their aid in booking regional, state and national conventions.
- Promote publicity for points of interest in and near Gary.
- Encourage expansion of convention facilities.
- Assist local convention sponsors by providing various aids, such as descriptive literature on Gary, courtesy windshield stickers, lapel badges, and the like.

**OBJECTIVE:** To promote street and highway safety and stricter compliance with traffic laws.

**PROJECTS:** Continue maintaining the traffic safety warning sign program.

- Encourage expansion of the School Driver Training Program.
- Cooperate with the city police department in its efforts to promote safety.
- Promote a more consistent use of radar cars to help slow speeders.
- Continue working for smoother, accelerated traffic flow on home to job routes.
- Promote better parking facilities throughout the city.
- Conduct educational programs on safety.
- Study present car-towing policy of police department.

## TRANSPORTATION COMMITTEE

**OBJECTIVES:** To develop Gary's transportation facilities to their fullest potential.

**PROJECTS:** Develop, with the Governor's Lake County Highway Advisory Committee, a long range program of state road improvements in the Gary area and develop a similar program with regard to city street improvements.

- Continue to follow up the Cline Avenue improvement, the Tri-State extension eastward beyond S.R. 51, and the projection of Interstate 65 into Gary from the South.
- Promote major construction to relieve critical bottlenecks on U.S. 12-20, and dangerous congestion at and near Ridge Road and Grant.
- Continue working for paving of unimproved centerstrips on Broadway from 25th to 35th, and on West 5th between Chase Street and the E.J. and E. Railroad.
- Keep pushing for the opening of Indiana Street all the way south to U.S. 6.
- Continue pressing for repair of broken curbs on state routes in Gary.
- Seek removal of obstacles in the path of development of Gary Airport up to its full potential.
- Continue to promote development of helicopter passenger service between Gary and Chicago.
- Cooperate with new Chicagoland Secondary Airport Committee on development of a modern secondary airport program.
- Resist any further move to suspend Railway Express service in Gary.
- Assist with problems of trucking, railroad, bus and taxi firms.
- Promote Gary as a transportation center.
- Work for extension of Lake and Clay streets and development of more arterial streets and highways.

## TRADE DEVELOPMENT COMMITTEE

**OBJECTIVES:** To promote more retail and wholesale trade for Gary and to strengthen Gary's position as N.W. Indiana's Trade center.

**PROJECTS:** Undertake a shopping survey to determine boundaries of Gary's retail trade area with a view to expanding same.

- Publicize Gary's strong retail-wholesale points and work for correction of weak ones.
- Continue sponsorship of business clinics for local retailers and wholesalers to increase their effectiveness in today's market.

- Publish a printed and classified wholesale directory and distribute same to retailers throughout the trade area.
- Continue the solicitations control program.
- Plan another "Steelmark Days" citywide sales promotion.

## INDUSTRIAL DEVELOPMENT DEPARTMENT

### NEW INDUSTRIES COMMITTEE

**OBJECTIVE:** To create more job opportunities and payrolls in the Gary area and surrounding counties by promoting new and diversified industrial development.

**PROJECTS:** Prepare list of firms in each category of industry considered desirable for Gary with special emphasis on those employing female labor.

- Solicit their interest in establishing new Gary industrial operations.
- Establish a file of information on each of those who show interest and plan follow-ups on each.
- Deliver custom made detailed Gary Facts booklet to bona-fide prospects, furnishing facts needed by them.
- Complete formation of "Gary Ambassadors Club", acquaint them with program and have them fulfill appointments with industrialists throughout the nation during their regular business trips.
- Plan a campaign to get all Gary citizens to look for prospects and report them.
- Conduct meetings and tours for prospects in Gary in an effort to get them to locate in Gary.
- Cooperate with area, state, district, and national industrial groups to help accomplish the committee's objective.
- Study the "Switching districts" now established in Gary and determine advantages of changing the "district" boundaries, then execute conclusions.

### INDUSTRIAL ADVERTISING COMMITTEE

**OBJECTIVE:** To publicize Gary's many advantages as a location for industry.

**PROJECTS:** Improve, expand and keep up-to-date the "Gary Facts" booklet material designed for interested prospects.

- Prepare and publish a pamphlet on the "Cal-Industrial Center" industrial district.
- Develop a file of Gary photographs of subjects of interest to industrial prospects for use in Facts Booklet.
- Plan a campaign to publicize Gary's industrial advantages to industrialists in over-crowded industrial areas throughout the nation.
- Publish a Manufacturer's Directory.

### INDUSTRIAL SITE & BUILDING COMMITTEE

**OBJECTIVE:** To catalogue information on sites and buildings available for industrial development in the Gary area.

**PROJECTS:** Continue survey of undeveloped land in the Gary-Lake County-Porter County area to determine which acreages are suitable for industry.

- Compile pertinent information on each of the suitable sites and keep filed for future reference.

## GOVERNMENTAL AFFAIRS AND TAX RESEARCH



Pictured here are the 1960-61 Gary Chamber officers: Left to right seated—W. W. Gasser, Treasurer; Leigh Plummer, Vice-President; Arnold Coons, Vice-President; and Leo Louis, President. Top row — Moses Dilts, Vice-President; Mahlon Plumb, Vice-President; Paul McGough, Vice-President, and James Stump, Vice-President. Not shown are Sam Bramlett, secretary and Charles Jolliff, Executive Vice-President.

- Continue survey of Gary-Lake County-Porter County buildings to determine which are suitable and available for industry.
- Compile pertinent facts on these buildings and keep filed for future reference.
- Study various methods of financing construction of new industrial buildings and keep complete information in files for future reference.
- Further develop "Cal-Industrial Center".

### ESTABLISHED INDUSTRIES COMMITTEE

**OBJECTIVE:** To promote Gary's established industries, assist in solving their common problems, and assist in further developing a better business "climate" in Gary.

**PROJECTS:** Sponsor Industrial Week.

- Hold monthly meetings in area plants and tour facilities.
- Promote more economic discussion groups throughout Gary.
- Promote more industrial programs, visual aids, etc., for use in schools.
- Encourage expansion of existing industries.

### WATERWAYS & HARBORS COMMITTEE

**OBJECTIVE:** To encourage further development of waterways and drainage programs and harbor facilities in the Gary area.

**PROJECTS:** Support public harbor in Porter County.

- Encourage further development of the Cal-Sag Canal.
- Give impetus to the current drive for a dredging of the Little Calumet through Lake County.
- Keep up effort to secure a small boat harbor for Gary.

### TAX RESEARCH COMMITTEE

**OBJECTIVE:** To strive for the greatest degree of service for each tax dollar in local government.

**PROJECTS:** To cooperate and assist local governmental officials in financial matters.

- Prepare summaries of the proposed city, county, sanitation, library, township, redevelopment and school budgets.
- Make recommendation presentations at annual budget hearings.
- Have department manager attend important public governmental meetings.
- Sponsor a pre-budget clinic to acquaint Chamber members with budget information.
- During budget season keep Chamber members informed on budget activity.
- Continue expanding the department as a center of tax facts.
- Conduct studies on major governmental problems if needed.

### LOCAL GOVERNMENTAL AFFAIRS COMMITTEE

**OBJECTIVE:** To promote good local government and to formulate policies on basic local issues.

**PROJECTS:** Assist local government in matters regarding public administration.

- Study and publish summaries of all major proposed ordinances.
- Formulate policy on major proposed ordinances.
- Make policy presentations at governmental meetings.
- Press for publication of recodification of city ordinances.
- Continue efforts to maintain Gary's leadership in the Metropolitan Area.
- Cooperate with the Greater Gary Committee of 100 in its program of urban redevelopment and rehabilitation.
- Encourage compliance with the City Master Plan in planning and zoning.
- Study feasibility of annexation of certain contiguous territories.
- Sponsor an educational program on local government.
- Work for control of sand mining.
- Encourage the establishment of a Lake-Porter County regional planning commission.

### STATE AFFAIRS COMMITTEE

**OBJECTIVE:** To give the Gary Chamber a greater voice in state affairs and obtain favorable legislation for the Gary area.

**PROJECTS:** Formulate policy, after study, on state matters affecting the Gary area.

- Prepare bills that will be of benefit to Gary for introduction into the 1961 Legislature.
- During legislature, keep Chamber members informed of legislative progress.
- Have department manager in full time attendance at legislature.
- Publish a digest of all laws passed by the 1961 legislature.
- Study such problems as establishment of home rule, non-partisan election of judges and revision of laws pertaining to administration of fire and police departments.

**OBJECTIVE:** To voice Gary Chamber's viewpoint in national affairs and to obtain favorable legislation for the Gary area.

**PROJECTS:** Formulate policy, after study, on all national matters affecting the Gary area.

- Conduct studies and draft policy declarations on major congressional issues.
- Continue Letter Writing Club devoted to getting a greater voice for Gary on the national scene.
- Distribute regular information to membership and the public on national affairs.
- Sponsor public forum series on major national issues.
- Prepare qualified committee members to present both sides of selected national issues to area organizations.
- Sponsor "Practical Politics" Study Courses.
- Sponsor "Economic Understanding" Study Courses.
- Investigate needs for improvement of postal facilities in Gary.

## BUSINESS RELATIONS COMMITTEE

**OBJECTIVE:** To explain business problems and objectives, and the basic principles of the free enterprise system to elements of the community.

**PROJECTS:** 1. Through survey work determine the degree and place of misunderstanding about business and our free market economy in the community.

2. After study present recommendations to Chamber Board of Directors for a continuing long range economic understanding program for approval and authorization.

## CIVIC AFFAIRS DEPARTMENT

## INTRA-SERVICE CLUB COUNCIL

**OBJECTIVE:** To assist in coordinating the activities of Gary's Service Clubs promoting better relations and a better overall program to further the Civic Development in Gary.

**PROJECTS:** Promote a "Gary Service Club Week", to cultivate a better public understanding of the functions and projects of service clubs in Gary.

- Continue to make Scholastic Awards to Junior High Students citywide.
- Continue exchange ideas of Club projects and programs.
- Discuss Major Service Club problems and seek solutions.
- Continue to meet monthly to accomplish objectives.
- Provide assistance to service club presidents to help accomplish council's objectives.

## CULTURE AND RECREATION COMMITTEE

**OBJECTIVE:** To assist in developing and promoting Gary's cultural and recreational activities and to encourage greater interest therein.

**PROJECTS:** Study and help in planning a future park extension program for Gary.

- Investigate the possibilities of a citywide festival.
- Investigate the possibilities of establishing a Council of Allied Arts for Gary.
- Continue to study the need of a field house and an ice skating rink.
- Encourage more business support of cultural activities.
- Study plan for more multi-purpose use of school facilities and buildings.

**OBJECTIVE:** To conduct a year-round effort to make Gary a cleaner, more attractive city in which to live and work.

**PROJECTS:** Intensify year-round Clean Up program in conjunction with the Gary Schools, the City of Gary, and other cooperating agencies.

- Encourage strict enforcement of city's clean up ordinance.
- Sponsor an intensified annual Clean Up, Paint up, Fix up Campaign in Gary.
- Encourage rehabilitation of blighted areas.
- Continue to compete in the National Clean Up Contest.
- Organize a group to investigate major problem areas.
- Study methods of recognizing major commercial improvements in Gary.
- Conduct an educational campaign regarding needs and benefits of cleaning up Gary.

## HEALTH & WELFARE COMMITTEE

**OBJECTIVE:** To encourage better health standards and stricter enforcement of health laws.

**PROJECTS:** Press for legislation returning garbage collection to Health Department.

- Press for air pollution control program.
- Co-sponsor teen-age summer employment program and encourage household management training.
- Support desirable plans and projects of the Gary Board of Health.
- Encourage participation in the United Fund.
- Investigate the possibilities for a Gary Health Fair and/or continue efforts to sponsor the "Gary Health Days Program".
- Support and help publicize military activities in and around Gary.
- Speed up development of an effective mosquito control program for Gary.
- Study the recommendations of the Lake County Hospital Development Corporation.

## EDUCATION COMMITTEE

**OBJECTIVE:** To assist in the further development of Gary's educational institutions and programs and to study and develop proposed policies of a non-fiscal nature.

**PROJECTS:** Promote and plan Business-Labor Education and E.L.B. Days.

- Co-sponsor Annual Fall Teachers' Welcome.
- Continue to study technical-vocational needs.
- Continue investigation of public schools objectives—curriculum relationship.
- Continue to award medals to outstanding members of the City-wide R.O.T.C. Team.
- Assist I. U. Gary Center in the promotion of higher education in Gary.
- Continue preparing Welcome Kits for newly recruited teachers as well as material for teacher candidates.
- Stimulate more interest in Adult Education in Gary.
- Promote more audio-visual business programs in schools.
- Encourage public interest and attendance at school board meetings.
- Continue study of possibility of teachers summer employment program.

## MEMBERSHIP SERVICES DEPARTMENT

### MEMBERSHIP COMMITTEE

**OBJECTIVE:** To increase the manpower of the Chamber through a concentrated effort and to acquaint Chamber members with the Chamber program.

- Plan and promote the annual new member campaign.
- Plan and arrange quarterly new member orientation meetings.
- Inform the members of the Chamber's aims, objectives, and accomplishments.
- Conduct a personal survey among members to get their suggestions and to acquaint them with Chamber services.

### PRO CLUB

**OBJECTIVE:** To secure new members for the Chamber through a continuous effort.

**PROJECTS:** Contact prospective members in an effort to get them to affiliate with the Chamber.

- Conduct a regular salesmanship training program.
- Continue to revise and improve sales aids used by the Club.
- Hold bi-weekly meetings to accomplish objectives and an annual recognition dinner.
- Further develop and maintain a complete card file on all prospective members.
- Assist with the annual membership drive.

### PUBLIC INFORMATION COMMITTEE

**OBJECTIVE:** To further publicize Gary and the Gary Chamber in Gary and throughout the nation.

**PROJECTS:** Continue program to build civic pride.

- Publish and promote the Chamber's official monthly publication "Gary News".
- Promote Chamber of Commerce Week in Gary.
- Promote as many showings as possible of the newly produced film on Gary—"City of the Century"—on national television and before special groups and organizations.
- Continue to produce weekly Chamber radio program, "Gary in Action".
- Cooperate with the daily newspaper in producing a monthly full-page ad on Gary and the Chamber program.
- Prepare news releases on Chamber projects for newspapers and radio stations.
- Revise and distribute existing Chamber publications.
- Revise "Gary Facts Folder" and reprint.
- Publish a "This is Gary" pamphlet to be used to answer general inquiries on Gary.

### WOMEN'S COMMITTEE

**OBJECTIVE:** To help build a better Gary by organizing the ladies in the Chamber to work on a constructive program.

**PROJECTS:** Revise the Classified Directory of Gary Organizations and publish.

- Sponsor the annual "Courtesy Week" observance.
- Promote Gary's Civil Defense Program.
- Sponsor a Women's Banquet with appropriate, timely theme and program.
- Sponsor scholarships for Indiana University Gary Center.



The full-time staff men of the Gary Chamber look forward to a busy year of accomplishments in 1960-61. From left to right are Charles Jolliff, Chamber Executive Vice-President and General Manager; E. C. Rosenau, Business Development Department Manager; Norman Heldt, Civic Affairs Department Manager; and Stanley Harrison, Industrial Department Manager. The latest addition to the staff, Ronald Leigh, the Governmental and Tax Research Department Manager, is not shown.

## ORGANIZATION DEPARTMENT

### BUDGET & FINANCE COMMITTEE

**OBJECTIVE:** To increase the financial strength of the Gary Chamber and to plan and analyze the year's expenditures according to accepted business principles.

**PROJECTS:** Increase Chamber's minimum dues rate, develop and apply, a "fair share" formula to provide increased and more adequate financing for the Chamber and to make the amount invested in the Chamber by a member more equitable with others in his classification.

- Review Accounting Methods.
- Regularly analyze the financial condition of the Chamber.
- Inspect the annual audit report.
- Prepare the proposed budget for the next fiscal year.
- Make a study to see if greater efficiency and economy can be realized.

### MEETINGS COMMITTEE

**OBJECTIVE:** To plan, promote and conduct the Chamber's general membership meetings.

**PROJECTS:** Sponsor annual election meeting.

- Sponsor annual banquet meeting.
- Sponsor other general membership meetings as directed.
- Sponsor the "Great Living Hoosier" project.

### PROGRAM OF ACTIVITIES COMMITTEE

**OBJECTIVE:** To plan a program of Activities for the Chamber for the next year.

**PROJECTS:** Determine the methods of how program is to be determined—and execute the plan.

- Recommend a program of activities to the C of C Board for 1961-62.
- Print new program for wide distribution.

### NOMINATING COMMITTEE

**OBJECTIVE:** To nominate candidates for leading Chamber positions as instructed in by-laws.

**PROJECT:** To nominate Board members and officers for 1961-62.

GARY CHAMBER OF COMMERCE  
1960-61  
ORGANIZATIONAL CHART

